

Fig. 1

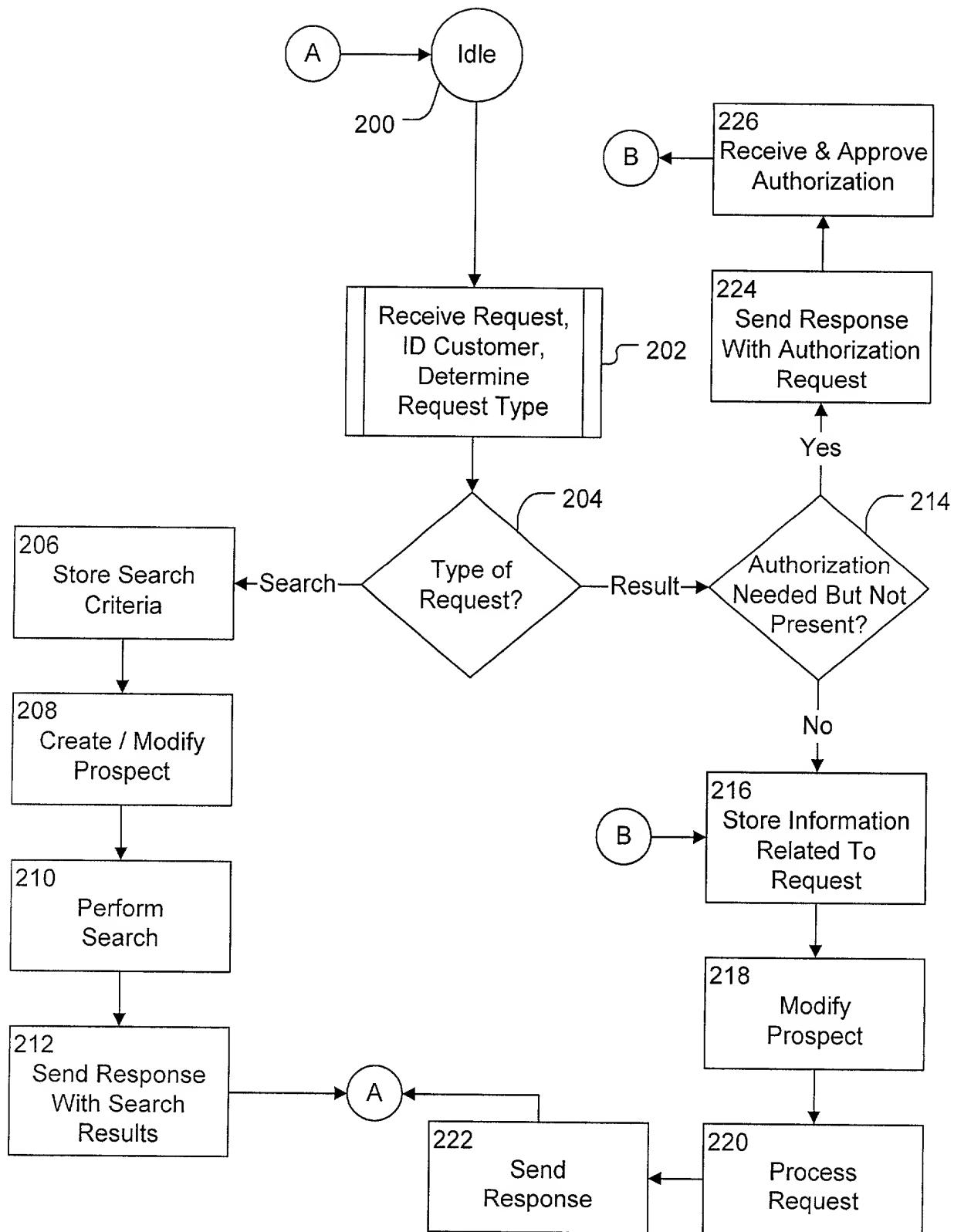


Fig. 2A

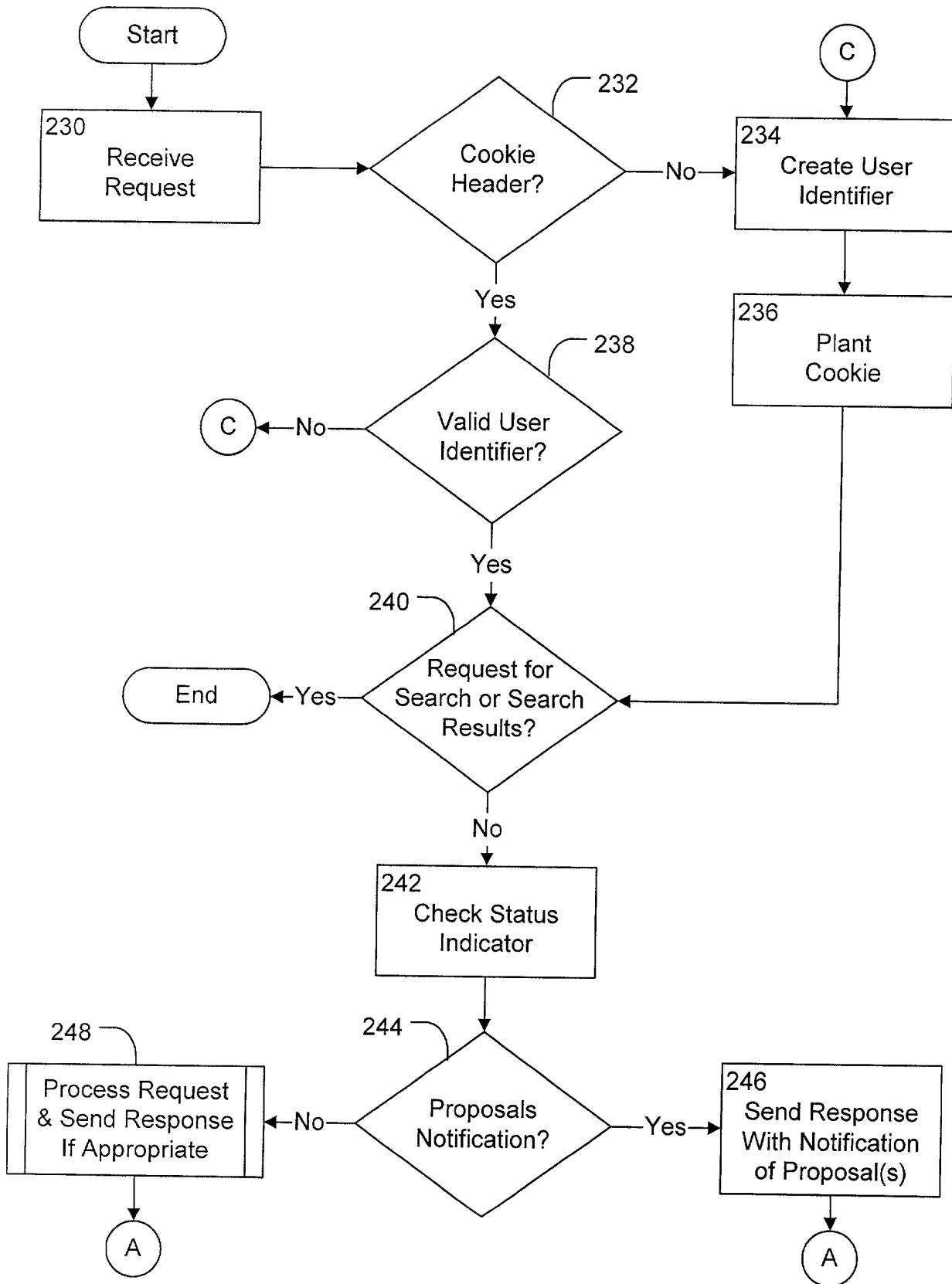


Fig. 2B

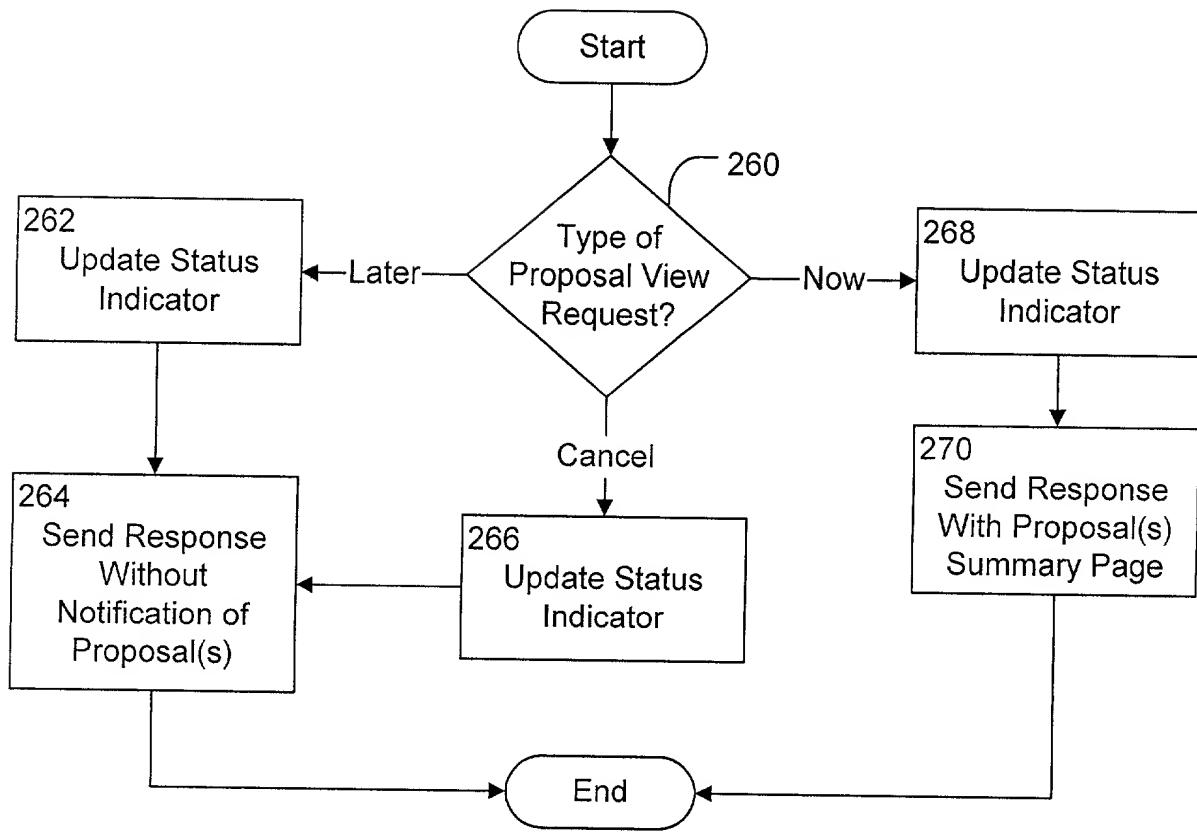


Fig. 2C

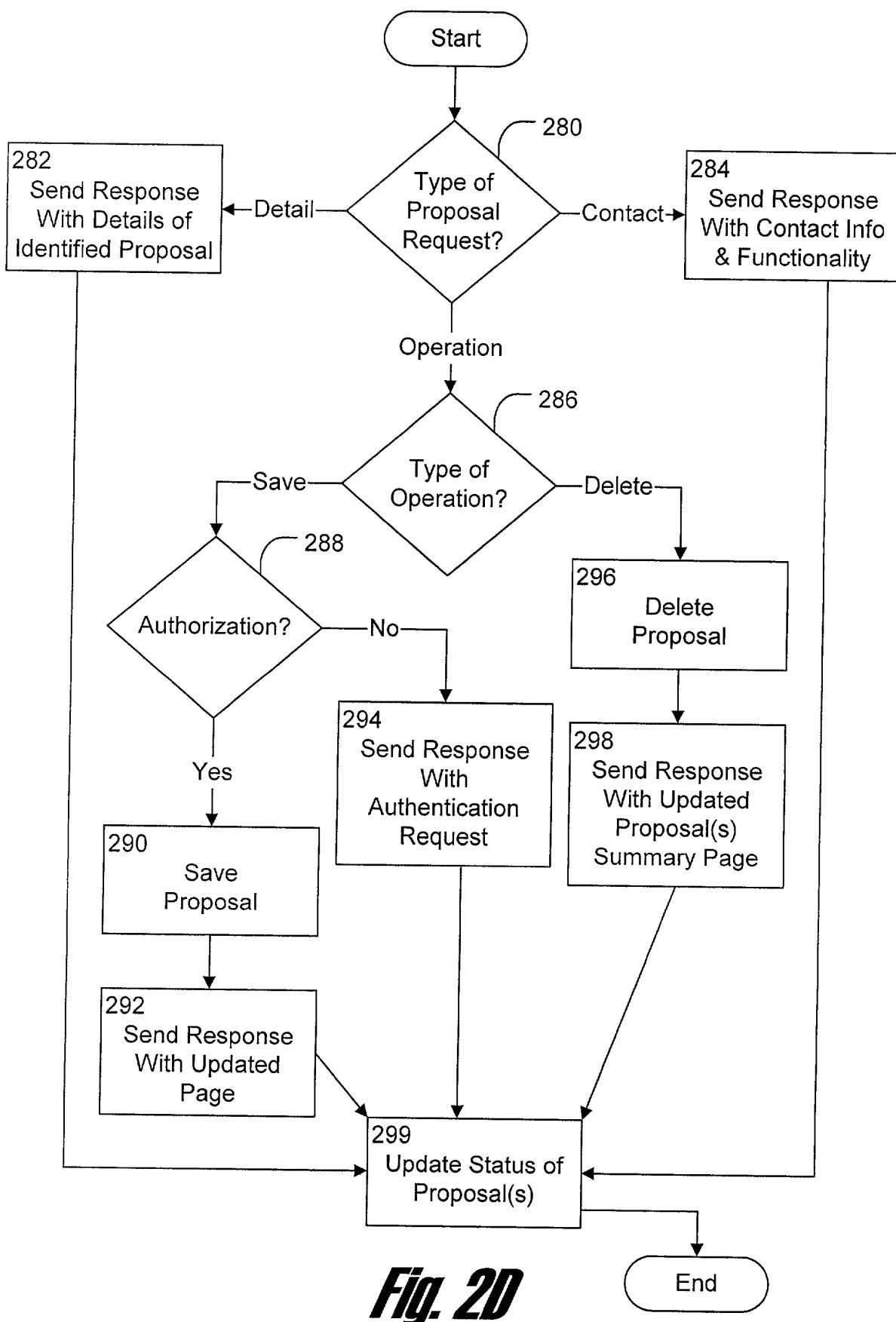


Fig. 2D

300 →

REALTOR.COM®

Home Help Message Board

homes apartments neighborhoods finance & insurance moving home improvement decorating lawn & garden home electronics shopping

find a home personal planner real estate 101 i-MARKETING

What's New

- Neighborhood Guide
- See Our Home Style Gallery
- How do agents get paid?

FIND A REALTOR®

City: [input field] select a state: [input field] go

The best way to buy or sell a home

Neighborhoods

- Find the best neighborhoods for you
- Find neighborhoods like your own
- Check out your current neighborhood

Properties by Category

Home

The official Internet site of the NATIONAL ASSOCIATION OF REALTORS®

WELCOME BACK!

We have 2 new proposals from REALTORS specializing in Thousand Oaks, Newbury Park and Westlake.

Would you like to:

- Read proposals NOW (go)
- View proposals LATER (go)
- Not Interested (do not show me this again)

Using this site means you agree to our [Terms of Use](#) and [Privacy Policy](#).

Real Estate 101

Buying Selling
Be sure you're ready Why sell?
Looking Setting the price

Real Estate News

Click here

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For Buyers

[Top Home Inspectors Don't Rush Process](#)

For REALTORS®

OneRealtorPlace

One Realtor Place®
NAR's site for REALTORS®

Home Affordability

304

320 →

REALTOR.com

Home Help Community

homes apartments finance move remodel & maintain decorate home tech shop

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Find a Home

You currently have 2 REALTOR® proposals.

#	Date	Name	Office	Credentials	Areas served	Action Buttons
1	8/25/00	Judy Bishop	Prudential	ABP, CRE	91301, 91377, 91362	View proposal my web site Save CONTACT ME Delete
2	8/23/00	Ron Kelly	Century 21	ABP, CRE	91301, 91377, 91362	View proposal my web site Save CONTACT ME Delete

The best way to buy or sell a home

Find a REALTOR®

City: [input field] select a state: [input field] go

Neighborhoods

- Find the best neighborhoods for you
- Find neighborhoods like your own
- Check out your current neighborhood

Properties by Category

Home

750 premium brands. 1 click away

homeportfolio.com

PAYTRUST

pay your bills in nanoseconds Go!

324

Fig. 3A

Fig. 3B

340

REALTOR.com®

Home - Help - Community

homes apartments finance move remodel & maintain decorate home tech shop

find a home personal planner real estate 101 e-Marketing

REALTOR Proposal

JUDY BISHOP Prudential Realty
Office (818) 879-9100 12345 Main Street
Fax (818) 879-9191 Santa Monica, CA 90405
Email Fern4RE@realtor.com



SAVE this proposal **CONTACT ME NOW** **Delete** **Visit my web site**

I CAN HELP YOU FIND THE HOME OF YOUR DREAMS!
Let me help you find the three bedroom, two bathroom home you have been searching for. I have a fabulous home that just hit the market, and you can be the first to see it.

MY NEIGHBORHOODS:
Thousand Oaks, Agoura Hills, Oak Park
91360, 91301, 91377

MY CREDENTIALS:
CRE, ABR

LISTINGS FOR YOUR REVIEW.

MLS ID	Current List Price	Beds	Baths	Square Footage	City/Area
C1725549	\$149,000	3	2.5	1389	Winnetka
C1706203	\$415,900	4	3	2,148	Newbury Park
C1720841	\$509,900	4	2	2,144	Thousand Oaks

STUDIO CDI®
homewebportfolio.com

PAYTRUST
pay your bills
in nanoseconds
69

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[find a home](#) • [find a REALTOR®](#) • [myHome™](#) • [how to](#)

Fig. 3C

360

Find a REALTOR®

Email REALTOR® [Close Window](#)

To send an Email to the following REALTOR®, fill in the fields below and click SEND IT
* required fields

From: Name * **SEND**

E-mail *

To: ART TURNER,

Subject: Response to your informational proposal

I need: An answer to a quick question (see comments below)

Comments:

I need a response: immediately

I prefer to be contacted by: email phone

The best time to contact me is: evening fax

I plan to buy/sell within: -choose one- (optional)

Send a copy of this message to me

Send It

Cancel

Fig. 3D

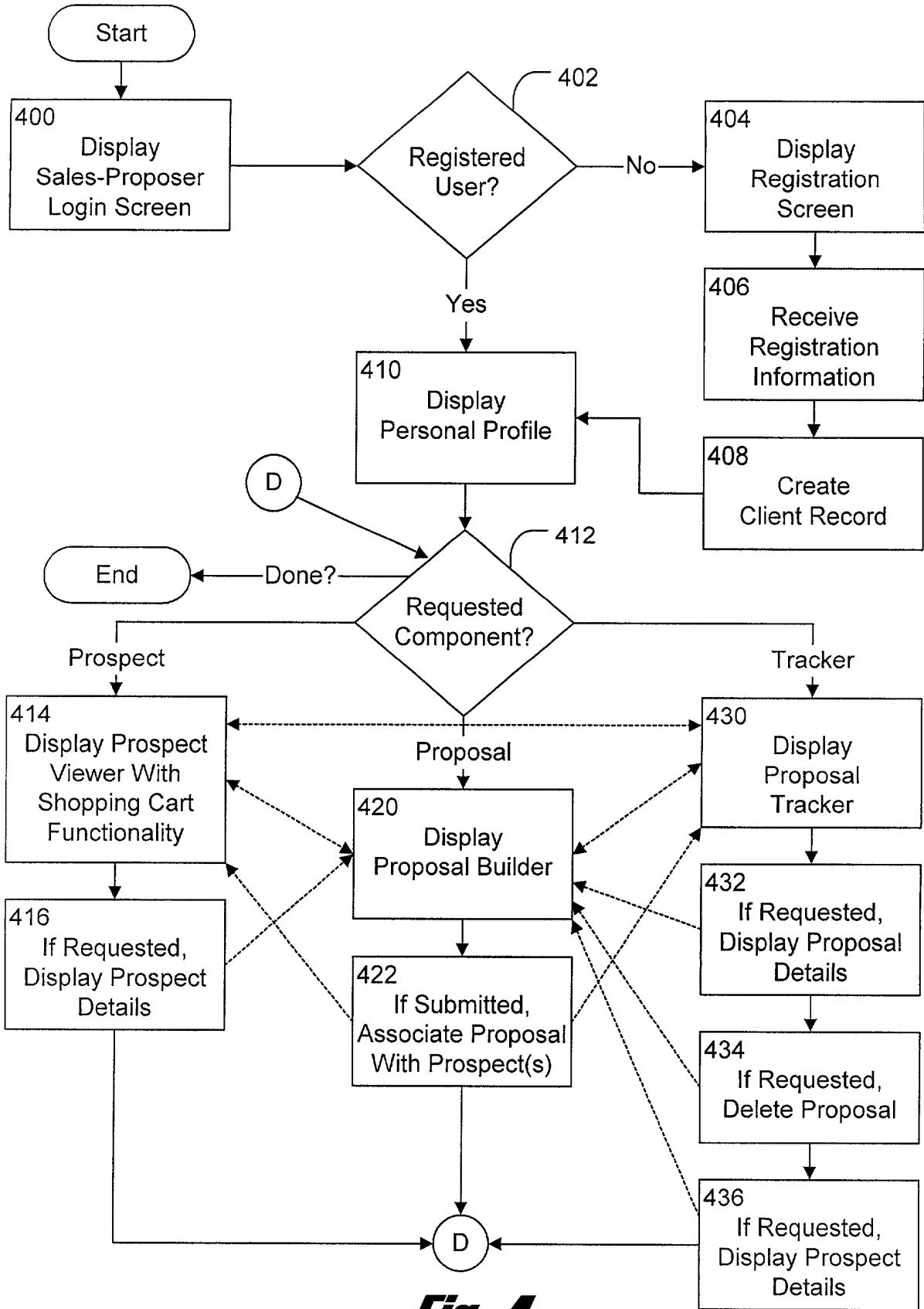


Fig. 4

500

[Customer Support Products](#) [Office Products](#) [Broker Solutions](#) [Business Products](#)

My Account

[I'm an Agent](#) [I'm an Office](#)

Browse Categories

Prospect Manager

[Proposal Tracker](#) [Prospect Viewer](#) [My Profile](#)

[Edit i-LEAD™](#) [Voice Messages](#) [Headlines](#) [Property Descriptions](#)

[Listing Photos](#) [Featured Homes](#)

Prospect Manager

The Prospect Manager allows you to.

- Review prospective clients from Realtor.com
- Build and send proposals to prospects
- Track the status of all sent proposals

Please Login

Indicate the location of your MLS

Aberdeen

Account Type Agent

Enter your Agent # assigned by your MLS:

Enter your Agent i-LEAD™ password

Go

Catch a GREAT Mortgage.


0% DOWN

Fig. 5A

My Account

I'm an Agent
 I'm an Office

Browse Categories

- Prospect Manager
- Proposal Tracker
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- Voice Messages
- Headlines
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My Profile

Agent ID 999000999000
 MLS Albany, NY

The profile contains static information about you and your services. It will be viewed by prospects as part of the proposal you send.

You will have the opportunity to include more customized information such as a personal message and relevant listings when creating a proposal.

Selecting your primary areas of business is required for matching prospects to you.

Area Selector

Please check the primary areas below in which you do business.

<input checked="" type="checkbox"/> Ballston	<input type="checkbox"/> Greenfield	<input type="checkbox"/> Rotterdam
<input type="checkbox"/> Day	<input type="checkbox"/> Middle Grove	<input type="checkbox"/> Scotia
<input type="checkbox"/> Delanson	<input type="checkbox"/> Niskayuna	<input type="checkbox"/> Stillwater
<input type="checkbox"/> Duaneburg	<input type="checkbox"/> Northumberland	<input checked="" type="checkbox"/> Waterford
<input type="checkbox"/> Edinburg	<input type="checkbox"/> Pattersonville	<input type="checkbox"/> West Charlton
<input type="checkbox"/> Esperance	<input type="checkbox"/> Porters Corners	<input type="checkbox"/> Wilton
<input type="checkbox"/> Galway	<input type="checkbox"/> Princeton	<input type="checkbox"/> Other Saratoga County
<input type="checkbox"/> Gansevoort	<input type="checkbox"/> Providence	<input type="checkbox"/> Other Schenectady County
<input type="checkbox"/> Glenville	<input checked="" type="checkbox"/> Rexford	<input type="checkbox"/> Other Areas

Contact Information (Optional)

The following information is optional. Only the areas you choose to fill out will be displayed to consumers

Name	Judy Bishop	Credentials	CRE, ABR
Email	jbishop38@realtor.com	Office Name	Prudential Realty
Cell #	111-879-9191	Office #	111-666-5900
Fax #	111-879-9191	Office Address	54132 Main St. #100 Anywhere, USA 00405

Experience (Optional)

Total years in real estate.
 Years working in the above neighborhoods
 Number of current listings:
 Number of homes sold in 2000
 Number of homes sold in 1999.
 Number of homes sold in 1998.

Please enter 3 school districts that you are extremely knowledgeable about

Other (Optional)

Additional Language(s)

I live in one of the neighborhoods I serve: Yes No

Submit

Fig. 5B

My Account

- [I'm an Agent](#)
- [I'm an Office](#)

Browse Categories

- Prospect Manager**
 - [Proposal Tracker](#)
 - [Prospect Viewer](#)
 - [My Profile](#)
- Proposal Builder**
 - [Edit i-LEAD™](#)
 - [Voice Messages](#)
 - [Headlines](#)
 - [Property Descriptions](#)
 - [Listing Photos](#)
 - [Featured Homes](#)



Proposal Builder - Judy Bishop

Personal Message

Customize the body of Personal Message

[REVIEW THIS MESSAGE](#) [CREATE A SAVED MESSAGE](#)

Listings

Please select listings that you would like to appear in your proposal

MLS ID	Area	List Price	Bd/Ba	Square Footage
<input type="checkbox"/> C2729542	Ballston	250,000	3/2	1,800
<input type="checkbox"/> C1725549	Clifton Park	350,000	3/2	2,200
<input type="checkbox"/> C1828548	Malta	200,000	2/1 1/2	1,300
<input type="checkbox"/> C3775543	Ballston Lake	225,000	3/2	1,600

Properties | Service Specialties

Choose up to 4 items that best describe your expertise that you would like to show to this prospect.

Submit **Preview**

530

Prospects

Power Prospector
Contact all prospects on this list with a single proposal.

Prospect ID	Date	Bd/Ba
0123456789	10/16/00	3/2
0123456789	10/17/00	3/2
0123456789	10/24/00	3/2

[CREATE PROPOSAL](#) [CLEAR LIST](#)

(When your list is complete)

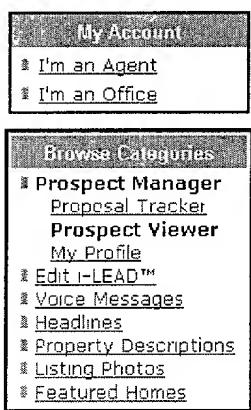
REMOVE ITEM **CLEAR LIST**

(Click an item to select.)

532

Fig. 5C

545

**Prospect Viewer**

- Click on Prospect ID to view prospect details.
- Click on the "Reply" button to send an individual response
- To send multiple prospects the same proposal click the Checkbox to add that prospect to your Power Prospector list.
- Number of proposals a prospect can receive is limited

1,563 prospects found.

<u>Prospect ID</u>	Last Visit	Frequently Searched Areas	Bd/Ba	Max Price	Avail. Replies	<u>Add</u>	<u>Help</u>
0123456789	12/12	Ballston, Ballston Lake	4/2	400,000	1	<u>REPLY</u> <input type="checkbox"/>	547
0321564987	12/03	Ballston Spa, Clifton Park, Half	3/2	350,000	3	<u>REPLY</u> <input type="checkbox"/>	
0234567891	11/30	Rexford, Round Lake	4/2	500,000	4	<u>REPLY</u> <input type="checkbox"/>	
0345678912	11/30	Ballston Spa, Clifton Park, Half	3/2	350,000	2	<u>REPLY</u> <input type="checkbox"/>	
0456789123	11/30	Ballston, Ballston Lake	2/1	200,000	2	<u>REPLY</u> <input type="checkbox"/>	
0567891234	11/30	Rexford, Round Lake, Saratoga	3/2	350,000	4	<u>REPLY</u> <input type="checkbox"/>	
0678912345	11/30	Ballston Spa, Clifton Park, Half	3/2	350,000	3	<u>REPLY</u> <input type="checkbox"/>	
0789123456	11/30	Rexford, Saratoga Springs,	3/2	250,000	5	<u>REPLY</u> <input type="checkbox"/>	
089123456	11/30	Ballston, Ballston Lake	4/3	600,000	4	<u>REPLY</u> <input type="checkbox"/>	
0912345678	11/30	Round Lake, Saratoga Springs,	3/2	350,000	2	<u>REPLY</u> <input type="checkbox"/>	

Pages: [1](#) [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#) [10](#)[Next page >>](#)**Fig. 5D**

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My Account

- I'm an Agent
- I'm an Officer

Browse Categories

- Prospect Manager
 - Proposal Tracker
- Prospect Viewer
 - My Profile
- Edit iLEAD™
- Voice Message
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- Property Descriptions
- Listing Photos
- Featured Homes

Ad Space
125x125

Prospect Details

Prospect ID:

Prospect search history reflects search patterns over a period of 60 days.

Search Dates	Max Price	Freq.
08/09/00	no limit	1
08/03/00	300,000	2
07/04/00	325,000	6
06/30/00		
06/18/00		

Area	Freq.	Type of Property	Freq.
Moorpark	5	Single Family	9
Thousand Oaks	4	Townhouse	3
Agoura Hills	2		
Simi Valley	2		

Min Beds	Freq.	Min Baths	Freq.

Features

- central air
- fireplace
- swimming pool
- tile floors
- laundry room

Square Footage

1600	2150	2300
1800	2200	
2100	2250	

Entry Point
Prudential

Create Proposal

562

Fig. 5E

575 →

My Account

I'm an Agent
I'm an Office

Browse Categories

Prospect Manager
Proposal Tracker
Prospect Viewer
My Profile
Edit i-LEAD™
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Headlines
Property Descriptions
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Featured Homes

Prospect Tracker

- Click on Prospect ID to view details
- Click on Proposal Number to view your proposal
- Click on "Delete" to permanently remove a proposal from your tracking list.

Help

Prospect ID	Date	Proposal No.	Status	Contact
0123456789	10/16/00	102	waiting for review	email Delete
0321664987	10/17/00	107	reviewed and saved	email Delete
0234567891	10/24/00	110	waiting for review	Delete
0345678912	10/24/00	153	deleted without review	email Delete
0456789123	10/26/00	167	reviewed and saved	Delete
0567891234	10/27/00	182	deleted without review	email Delete
0678912345	10/30/00	190	waiting for review	Delete
0789123456	11/1/00	192	deleted without review	Delete
089123456	11/2/00	197	waiting for review	Delete
0912345678	11/2/00	200	reviewed and saved	email Delete

Pages: 1 2 3 4 5 6 7 8 9 10 [Next page >>](#)

* Proposals over 30 days old are automatically deleted from your list

GMAC Mortgage

Fig. 5F